

## Area Sales Representative - Edinburgh

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Company: GAP Group Limited

Location: United Kingdom

Category: other-general

### About the role

#### The Role

Our team is the best in the industry – is it time for you to join us?

The Role:

Reporting directly to the Regional Sales Manager, the Area Sales Representative (ASR) will be responsible for maximising hire revenue opportunities from existing customers and winning new business. This will include regular visibility and relationship building at site and regional office level and attending depot/customer trade days to promote our product offering.

The ASR will also work with various stakeholders across the GAP Group network including Major Accounts Directors and their sales teams, to ensure pro-active promotion of hire opportunities for hire equipment within our existing customer base.

#### About You

Successful candidates should demonstrate the following:

- Significant experience working in an area sales role within the construction/hire industry is essential
- A proven track record in exceeding sales targets and generating revenue growth by

maximising opportunities from existing customers and winning new business

- Exceptional communication skills with the ability to engage with both internal and external stakeholders at all levels
- An effective negotiator and problem solver with the ability to work effectively under pressure and prioritise workload
- Proficient in MS Office packages including Excel and Word, and CRM systems
- Driving Licence (Essential)

### **About Us**

From one division, GAP Hire Solutions now has 10 divisions offering the hire of equipment to construction and key infrastructure throughout the UK. We're looking to recruit the best talent the industry has to offer to help us grow even further.

Benefits include:

- Competitive salary and bonus scheme
- Company Car
- Up to 25 days annual leave plus bank holidays
- The option to buy up to 5 days additional leave
- Contributory Pension Scheme
- Life Assurance
- Employee Welfare Fund (Company-funded social events)
- Cycle to Work Scheme
- Health & Wellness (Well-being Hub, Employee Assistance Helpline, Annual Flu Jab)

So what next?

If you think you fit the profile we would love to hear from you!

All you have to do is upload your CV and complete our short application form and we can take it from there.

GAP GROUP IS AN EQUAL OPPORTUNITIES EMPLOYER

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